## MATERIALS, AND RELATED ANCILLARY SERVICES

## PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

Baker & Taylor, Inc.

For Item I, Trade; Item II, Non-Trade, and Item III, Textbook Publications, a percent discount shall be offered as follows: List less \_\_\_\_\_\_\_ % Discount For Item IV, Net Publications, a handling charge shall be as follows: \$\_\_\_\_\_\_ each \_\_\_\_\_ each \_\_\_\_\_ Enter Zero if No Discount or No Charge

#### **PUBLICATIONS**

	<u>Item I</u>	Item II	Item III	Item IV NET
*Discount applies regardless of the number of copies per title ordered.	TRADE Discount	NON-TRADE Discount	Text- Books	Handling Charge
A-E PRINT				
A CLOTH BINDING  Discount/Charge per copy  Volume Pricing-Price Breaks  for Single Title* copies * copies* copies	* % * % * %	* % * % * %		\$_4.95/unit \$_4.95/unit \$_4.95/unit \$_4.95/unit
B LIBRARY BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title* copies* copies* copies	19.0 % * % -* % * %	19.0 % * % -* % * %	* % * % * %	\$_4.95/unit \$_4.95/unit \$_4.95/unit \$_4.95/unit
C PAPERBACKS, QUALITY Discount/Charge per copy Volume Pricing-Price Breaks for Single Title 1-3 copies 4-5 copies 6+ copies	30.0 % 30.0 % 38.0 % 40.0 %	10.0 % ** * % -* % -* %	* % * % * %	* \$\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
D PAPERBACKS, MASS MARKET Discount/Charge per copy Volume Pricing-Price Breaks for Single Title  1-3 copies  4-5 copies 6+ copies	30.0 % 30.0 % 38.0 % 40.0 %		* % * % * %	* \$\$ \$\$4.95/unit \$\$4.95/unit \$\$4.95/unit

<sup>\*\*</sup>Titles receiving a minimal discount from the publisher will be billed at list price. Titles where Baker & Taylor

receives no discount from the publisher or prepayment is required by the publisher or books of small limited in-demand and or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge.

## PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

Baker & Taylor, Inc.

			PUBLI	CATIONS	
		Item 1	Item II	Item III	Item IV
		TRADE Discount	NON-TRADE Discount	Text- Books	NET Handling Charge
E.	PREBOUND HARDBACKS Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/Acopies N/Acopies N/Acopies	No Bid/o No Bid/o No Bid/o	No Bid No Bid No Bid No Bid No Bid	No Bid % No Bid % No Bid % No Bid %	\$ No Bid \$ No Bid \$ No Bid \$ No Bid
F	NON-PRINT AND OTHERS Discount/Charge for single unit				
1	Audio Cassettes (music, educational, etc.) Music Only	34.0 %	0 %	0 %	\$
2	Audio Visual Materials *See F. 1, 7, 9 & 14.	* %	* %	* %	\$
3	Books on Tape Abridged	45.0	10.0 **	10.0 **	\$
4	Books on Tape Unabridged	45.0	10.0	10.0	4.95/unit \$
5	CD-ROM (fixed price only- no online services)	No Bid	No Bid	No Bid <sub>%</sub>	\$_No Bid
6.	CD-ROM (additional discount if offered in conjunction with an online service)	No Bid	No Bid	No Bid <sub>%</sub>	\$
7	CDs (music, etc.) Music Only	30.0	0 %	0 %	\$
8	Encyclopedias	No Bid %	No Bid %	No Bid %	No Bid
9	Laser Disc DVDs	25.0 %	0 %	0 %	\$
10	Maps	No Bid %	No Bid %	No Bid	No Bid
11	Microcomputer Software (educational)	No Bid %	No Bid %	No Bid	No bid
12 **Title	Microform (Microfiche and microfilm) and microfilm) are receiving a minimal discount from the pub	No Bid % olisher will be billed	No Bid % at list price. Titles v	No Bid % where Baker & Tay	No Bid \$

22 receives no discount from the publisher or prepayment is required by the publisher or books of small limited in-demand and or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge.

## PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

Baker & Taylor, Inc.

			PUBLIC	CATIONS	
		Item I	Item II	Item III	Item IV NET
		TRADE <u>Discount</u>	NON-TRADE Discount	Text- Books	Handling Charge
3	Slides	No Bid	No Bid <sub>%</sub>	No Bid,	\$_No Bid
4	Video Tapes (feature film, educational, etc.)	31.0 %	0 %	0 %	\$
15	Other (please specify) Continuation Service: Trade Editions (hardcover) Quality & Mass Mkt Paperbacks Text, Tech., Reference (Any binding) Net Titles	% % 	10.1 % * 10.1 % * 10.1 % * 10.1 % * 0 % *	10.1 % * 10.1 % * 10.1 % * 10.1 % * 0 % *	\$\$ \$_4,95/unit \$_4,95/unit \$_4.95/unit \$ \$
olun	ne Pricing-Price Breaks for				
ection-F Aggr	on F for Multiple Units-List Print Sub-Item Numbers egate pricing to be offered				
ection-floon	on F for Multiple Units-List Print Sub-Item Numbers	No Bid,%%%	No Bid,	No Bid <sub>%</sub> %%	\$_No Bid \$ \$ \$ \$
ection-flaggrand survival of the control of the con	on F for Multiple Units-List  Print Sub-Item Numbers: regate pricing to be offered besequent pages)  No Bid  No Bid  units  units  units  units	% %	% % %	% %	\$ \$ \$

<sup>\*\*</sup>Titles receiving a minimal discount from the publisher will be billed at list price. Titles where Baker & Taylor

receives no discount from the publisher or prepayment is required by the publisher or books of small limited in-demand and or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge.

## PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder	
Baker & Taylor, Inc.	

2.	Cataloging and Processing  Please see Exhibit N for complete  listing of cataloging and  processing prices.	\$ \$ \$ \$	
3.	Rebinding of Paperbacks Laminated Vinabind Demco Turtleback Titles	\$ 1.95/unit \$ \$4.50/unit \$ Baker & Taylor's adve	ertised net catalog price.
4	Shelf Ready Books  See Exhibit N.	\$ \$ \$	
5	Customized Reports  Collection Development Selection Lists	\$s \$_See Exhibit R for pric \$ \$	ranges and details.
6	Bibliographic Records MARC	\$ \$_Free \$ \$	
7	Security Tape 3M or Checkpoint	\$ \$40/unit_ \$ \$_	
8	Bar Codes	\$10/unit \$ \$	
9	Other - Bidder to list Please refer to Bid Letter and Exhibits.	\$ \$ \$	

#### PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX =>

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Approval Plan Discount

Please Explain

Bidder	
Baker & Taylor, Inc.	

See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications" Please specify the amounts that DISCOUNTS apply in the left column and the discounts to the right of the Item I Item II Item III Item IV solid line NET TRADE NON-TRADE Text-Handling Discount Discount Books Charge **VOLUME PRICING-PRICE BREAKS** for agency's aggregate purchase \$ or % in dollars Please specify the No Bid₀⁄₀ No Bid<sub>%</sub> No Bid% amount that applies \$ No Bid No Bid \$ % % % \$ % % % **VOLUME PRICING-PRICE BREAKS** for aggregate contract purchases, No Bid<sub>%</sub> No Bid<sub>%</sub> No Bid, No Bid in dollars statewide \$ \$ % % % \$ % % % OTHER VOLUME PRICE BREAKS AND/ OR DISCOUNTS - Bidder to explain No Bid, No Bid<sub>%</sub> No Bid<sub>%</sub> \$ No Bid No Bid \$ % % % \$ % % % Electronic Access Ordering Discount % Prepayment Plan Discount % Deposit Account Discount %

%

\*Please refer to Exhibit D, "Prepayment Option Plan"

## PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder	
Baker & Taylor	, Inc.

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BIDDER SHALL ANSWER EACH OF THE FOLLOWING QUESTIONS AS PA	
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וטוטנ	DER SHALL ANSWER EACH OF THE FOLLOWING QUEST	TIONS AS PART OF
1	Number of years in business (three years minimum required) In lieu of three years, previous experience may be considered or five references may be provided See "Qualification of Bidder" clause	173
2	If bidder does not meet the three-year requirement, has either documentation of previous experience or the required five references (including company name, contact person, complete address, telephone and fax numbers) been attached?	
3	Does bidder offer an electronic access ordering system (optional	N/A YESNO
4	If yes, name of computer software system offered for electronic access ordering system B&T Link	NO
5	Is 24-hour rush delivery available (optional)?	X YESNO
6	If yes, is there an additional charge for 24-hour delivery?	X YESNO
7	If there is a price additional for 24-hour delivery, on what basis (state "0" if none)? Based upon cost of overnight delivery from ma Charge \$ See above.	
8	Is bidder offering foreign product?  If yes, please identify	YES _XNO
9	Toll-free numbers for state procurement use (see "Toll-Free Numbers") Telephone See Exhibit K Fax See	Exhibit K
10	If a toll-free number is not currently available, is bidder willing See to establish a toll-free number, if awarded a contract?	above. YES NO
11	Is bidder prepared to submit the required financial statements within five business days of request (see "Financial Stability")	X YESNO
12	Guaranteed Delivery (Number of calendar days required to ship 95 percent of typical order)? Please refer to letter, pg. 9, "Fill I	

Days A/R/O

PREP	SE USE BLACK INK OR TYPEWRITER WHE ARING YOUR BID. BE SURE YOU HAVE RTED YOUR COMPANY'S NAME IN THE BO  => => => => => =>	Bidder
13	In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies	
	Company Name	Baker & Taylor, Inc.
	Street Address	2709 Water Ridge Parkway; Suite 500
	P O Box	
	City, State, Zip	Charlotte, NC 28217
	Contact Person (please print or type)	Susan A. Gurley*
	*For questions directly related to bids & cor Telephone Number.	775-7930 ext. 8978 Local See above.
	Fax Number	800 775-1300 (Order Dept.) Local 704-329-8989 (Corporate Office)
	Internet Address (E-mail)	btinfo@btol.com
	WWW Site	www.btol.com
14	Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions	YES _XNO
		Agreements are based upon individual agency's requirement Please see letter, pg. 2.
15	EXCEPTIONS Does bidder take exception to any of the terms and conditions stated herein?	X YESNO
	If "YES", please explain in detail	Please see letter for detailed explanations.

#### **B&T MARC Price List for the NEW HAMPSHIRE STATE CONTRACT**

Baker & Taylor offers libraries a variety of standard cataloging and processing options.

Enjoy the economies of Baker & Taylor's technical processing.

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- Mylar jacket for books with/without dust covers, spine label, book pocket and card for every book, and one card set for every title. (Also includes 1 ownership label.) \$1.05\_\_\_\_\_
- 2. Mylar jackets for books with/without dust covers, spine label, book pocket and card, and a card set for every book.

  \$1.30

#### **SECTION B**

Many libraries no longer need the comprehensive package previously described. For those libraries, we will be happy to customize your technical services package to include just those components which meet your exact specifications-select only the options you need. If you choose to customize your technical service package, a minimum of \$.25 per unit is applicable.

Option Selected	Unit Price	Option Selected	Unit Price
<ul> <li>1. Bar Code Label</li> <li>2. Catalog Card Kit: (circle one)</li> <li>Attached</li> <li>Unattached</li> <li>(Includes book pocket &amp; card, attached)</li> </ul>	\$.10 \$.70 \$.70	12. MARC Records on tape (In addition, a \$30.00 fee for each shipment covers the cost of the magnetic tape, shipping & handling. A \$10.00 credit is issued when the library returns the tape to Baker & Taylor)	Free
label & card set)	,,,,,,	13. Mylar jackets - taped	\$.65
3. Card Set	\$.89	14. Mylar jackets - glued	\$.60
(Includes a shelflist card, two main entry cards, title card, and sufficient additional cards for added entries)		15. Mylar jackets - unfastened 16. Ownership Label	\$.55 <b>\$.15</b>
4. Circulation Card	\$.15	17. Pocket	\$.20
5. Custom Label	\$.15	18. Shelflist Card	\$.15
6. Date Due Slip	\$.15	19. Sorted Cards	\$.15
7. Extra Main Entry Cards (beyond 1)	\$.15	20. Spine Label	\$.10
8. Label Application (customer supplied)	\$.15	21. Stamping, Customer Supplied (per location) \$.15	
— 9. Label Protectors	\$.15	22. Theft Detection Device: (circle one)	
10. MARC/MicroLIF Record (download from B&T Web site)	Free	- Checkpoint - 3M	\$.40 \$.40
11. MARC/MicroLIFT Record (on diskette	) Free		

#### SECTION C

Prebinding Services: 1.Vinabind: \$4.50 \_\_\_ 2.Textmount: \$5.50 \_\_\_ 3.Laminated Paperback Covers: \$4.95

#### SECTION D

Do you need additional components or value-added services? Please contact your local sales representative or our Sales Department at 1-800-775-1800.

Baker & Taylor Central Order Department 251 Mt. Olive Church Road Commerce, GA 30599-9988



The Collection Development Services unit of Baker & Taylor has the knowledge and expertise to ensure that your collection development projects are a complete success. Our collection management librarians, all of whom have MLS degrees and active selection experience with libraries of every type and size, will work with your selection staff to develop winning strategies based on your library's requirements.

Tilizing our extensive database and leveraging Baker & Taylor's merchandising expertise and exposure to the publishing industry, our professional librarians will employ the most accurate and up-to-date information in the development of your selection lists. These invaluable services will free up your staff's time and give you access to the quality service and exceptional expertise you can expect from Baker & Taylor.

The five levels of collection development services that we offer can be custom-tailored to meet your library's unique requirements. Each category offers different services and a pricing structure that matches the scope of your project.

We look forward to providing your library with the highest level of service and not only meeting your requirements, but exceeding your expectations.

Please Select The Level That Best Meets Your Needs.

## LEVEL ONE

BASIC SELECTION LISTS Basic Selection Lists are available to Baker & Taylor customers through your sales representative and on the Web.

Our Web based lists of current and popular material are designed to be useful to any library with a general collection.

Examples include a current poetry list and a Black History Month list. Customer-requested lists would be single subject lists based on a minimum of selection criteria. Basic list citations include the standard bibliographic information needed for selection and ordering.



- Machine-readable acquisitions record in MARC format (can be substituted for the printed copy at no charge)
- Additional format / copy \$5.00 each

The Standard Selection Lists can be used to fill in subject gaps, to expand subject areas for projects or for ongoing collection development.

They are based on a profile of five basic elements:

- Subject classification, including Dewey, LC, BISAC subject codes or Baker & Taylor retail trade subject codes
- 2. Audience levels (adult, young adult, and / or juvenile)
- 3. Physical format / binding
- 4. Price (list and / or discounted)
- 5. Availability / inventory status

Standard Selection List citations include basic bibliographic information, references to review sources and annotations, when available.

This service also includes one printed copy of each list or a single electronic version of the list. The electronic formats currently available are: \*.rtf ("rich text format" for word processing programs), Microsoft Access, Microsoft Excel and Machine-readable acquisitions record in MARC format.



STANDARD SELECTION LISTS



- \$20 per profile / list for one printed copy
- \$25 per profile / list for your choice of any electronic version
- \$30 per profile / list for both a printed and electronic version
- Additional format / copies \$5.00 each

## ENHANCED CUSTOMIZED SELECTION LISTS

LEVEL THREE

The Enhanced Customized Selection Lists can be used to fill in subject gaps to expand subject areas for projects or for ongoing collection development. They are based on a profile with multiple criteria. Enhanced Customized Selection List citations include standard bibliographic information, references to review sources and annotations, when available. We also provide full text reviews from a maximum of three journals of your choice, when available.

Please consult the Baker & Taylor Collection Development Questionnaire for profiling details and the list of journals for text reviews. This level of service includes duplicate control through an automated process of cross-checking ISBN's.

This service includes one printed copy of each list or a single electronic version of the list. The electronic formats currently available are: \*.rtf ("rich text format" for word processing programs), Microsoft Access, Microsoft Excel and Machine-readable acquisitions record in MARC format.



- \$75 per profile / list / month or \$750 per year, includes one printed copy or your choice of any electronic version
- \$85 per profile / list / month or \$850 per year includes both printed and electronic version
- Additional format / copy \$5.00 each

# LEVEL FOUR CUSTOMIZED TITLE BY TITLE SELECTION/RECOMMENDATION

Our Customized Title by Title Selection and Recommendation service can be used to fill in subject gaps to expand subject areas for projects or for ongoing collection development. Based on a profile of multiple criteria, the information you provide to us about your community and your library's collection development practices, our professional librarians review titles to make title by title recommendations that suit your needs.



To be determined based on your requirements.

This level provides you with a list for your final review and ordering. List citations include standard bibliographic information, references to review sources and annotations, when available. We also provide full text reviews from a maximum of three journals of your choice, when available.

In addition, this level also includes one printed copy of each list or a single electronic version of the list. The electronic formats currently available are: \*.rtf ("rich text format" for word processing programs), Microsoft Access, Microsoft Excel and Machine-readable acquisitions record in MARC format.

## LEVEL FIVE CUSTOMIZED TITLE BY TITLE SELECTION & ORDERING

The Customized Title by Title Selection and Ordering service can be used to fill in subject gaps to expand subject areas for projects or for ongoing collection development. Based on a profile of multiple criteria, the information you provide to us about your community and your library's collection development practices, our professional librarians review titles to make title by title selections for your collection.

This service provides you with a list for your final review and audit. List citation includes standard bibliographic information, references to review sources and annotations, when available. We also provide full text reviews from a maximum of three journals of your choice, when available.

In addition, this service provides an option for ordering and acquisitions of the approved titles by Baker & Taylor staff and we will manage your orders within the Baker & Taylor system. Fund management reports are provided upon request.

This service also includes one printed copy of each list or a single electronic version of the list. The electronic formats currently available are: \*.rtf ("rich text format" for word processing programs), Microsoft Access, Microsoft Excel and Machine-readable acquisitions record in MARC format.

To be determined based on your requirements.

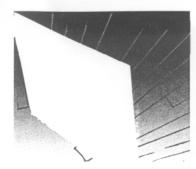
## FOR MORE INFORMATION:

To learn more about how Customized Library Services can develop solutions for your library, contact our helpful Information Services staff at 1-800-775-1800 or call your local sales representative today.



## Baker & Taylor

Information and Entertainment Services 2709 Water Ridge Parkway • Charlotte, NC • 28217



# Prepayment Option Plan

## EXPAND YOUR PURCHASING POWER WITH BAKER & TAYLOR'S PREPAYMENT OPTION PLAN

Receive a 1.25% credit on future purchases of products and services from Baker & Taylor when you make your prepayment deposit.

Here's how it works:

- Provide Baker & Taylor with a deposit equal to one full year of anticipated orders. Minimum amount is \$10,000.
- ▶ We will provide you with an immediate prepayment credit at the rate of 1.25%. The credit will be posted to your account and appear on your next statement from Baker & Taylor. Baker & Taylor reserves the option to issue the credit in full when the prepayment is made or issue the credit equally in twelve monthly installments.

For example, deposit \$100,000 into Baker & Taylor's Prepayment Option plan and your library will receive a credit of \$1,250 to be used on products and services purchased in the future from Baker & Taylor.

- ▶ Make a purchase from Baker & Taylor and the amount will be deducted from your Prepayment until the balance reaches \$0.
- ▶ Prepayment dollars are non-refundable and are good for the purchase of any products and services provided by Baker & Taylor Books.

Increase the life of your funds – take advantage of Baker & Taylor's Prepayment Option Plan today!

If you have any questions about our Prepayment Option or wish to apply for the plan, please contact your local Baker & Taylor Sales Representative, Information Services (800) 775-1800, or visit our website at www.baker-taylor.com.

National Sales Headquarters

2709 Water Ridge Parkway Charlotte, NC 28217

Phone: (800) 775-1800 Sales: (800) 775-1800 Fax: (704) 329-8989 www.baker-taylor.com



### TOLL-FREE NUMBERS AND ADDRESSES OF BAKER & TAYLOR CONTACTS

#### **For Placing Orders**

Firm Orders:

Public Libraries and School Libraries

Baker & Taylor, Inc.

Attn: Ordering Department 251 Mt. Olive Church Road Commerce, GA 30599-9988

Toll-Free Phone Toll-Free Fax

800-775-1100 800-775-7480

Firm Orders: Academic Libraries

Ms. Marilyn Robinson

Ms. Carol LeMasters

Customer Service Representative

(800) 775-1500 extension 7275

Customer Service Representative

(800) 775-1200 extension 2212

Email: lemastc@btol.com

Email: robinsm@btol.com

Baker & Taylor Inc.

Attn: Ordering Department

501 S. Gladiolus

Momence, IL 60954-1799

Toll-Free Phone

800-775-2300

Toll-Free Fax

800-775-3500

Continuation Service Materials (All Markets)

Baker & Taylor, Inc.

Attn: Continuation Services 1120 US Route 22, East Bridgewater, NJ 08807-0885

Toll-Free Telephone

(800) 775-3600

Toll-Free Fax

(800) 775-1600

Video, Music Cassette, and Music CD's (All Markets)

Baker & Taylor, Inc. Attn: Library Services 100 Business Center Drive Pittsburgh, PA 15205

Order by Phone: 800-775-2600, extension 2026

Order by Fax: 888-285-8922

## Customer Service and Sales Representation (Book Materials)

#### **Public Libraries**

Ms. Rita Smith Sales Representative

(800) 775-7930 extension 1200 Email: smithr@btol.com

School Libraries

Mr. Terry Rodda Sales Representative

(800) 775-7930 extension 1770 Email: roddat@btol.com

**Academic Libraries** 

Ms. Linda Brodbeck Area Sales Manager

(800) 258-3774 extension 3342

lbrodbeck@ybp.com

Ms. Connie Goodrich Customer Service Representative (800) 775-2300 extension 419 Email: goodric@btol.com

#### Baker & Taylor Institutional (All Markets) (Video and Music Audio Materials)

Ms. Theresa Goldbach Customer Service Representative (800) 775-2600 extension 2026 Email: goldvat@btent.com

### **Continuation Service (All Markets)**

Ms. Rhonda Cox Customer Service Representative (800) 775-3600 extension 7297 coxr@btol.com